

Message Text

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PAGE 01 STATE 052656

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INFO OCT-01 ARA-06 ISO-00 EB-07 OES-03 /017 R

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COM/BIC/OED/MEPD/SMCONGER

COM/BIC/OED/MEPD/JMSANDS, DIR.

COM/BIC/OIM (INFO)

COM/BIC/OED/OPIS/DSTOWE (INFO)

STATE/ARA/ECP/WBURSON (INFO)

STATE/ARA/LA/BC/WLOWENTHAL (INFO)

ARA/ECP/DLACEY (INFO)

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R 040304Z MAR 76

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

INFO AMEMBASSY BOGOTA

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E.O. 11652: M/A

TAGS: BENC, BL, CO

SUBJECT: PESTICIDES PLANT

REF: A) LA PAZ 1406, B) STATE 036561, C) LA PAZ 1228

--- D) LA PAZ 969, E) LA PAZ 745

1. COMMERCE/MEPD CONTACTED BY HEYWARD ROBINSON CO. (HR)
(DESIGN/CONSTRUCTION) REGARDING AGUILA PESTICIDES
PLANT. HR RECEIVED INQUIRY FROM AGUILA FOR ENGINEERING
CONSTRUCTION AND WISHED TO EXPRESS INTEREST. HR
FORWARDING LETTER AND BACKGROUND INFO TO EMBASSY FOR
TRANSMITTAL TO ING MALTONI. WE EXPLAINED AGUILA'S
INABILITY TO OBTAIN PARATHION KNOW-HOW, AND COMPANY
WISHES TO APPROACH C;EMICAL FIRMS AGAIN.

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PAGE 02 STATE 052656

2. FYI. WE ALSO DISCUSSED PROJECT WITH KERR MCGEE

CHEMICAL CO. WHICH OWN PARATHION KNOW-HOW. COMPANY WAS FAMILIAR WITH PROJECT AND HAS BEEN APPROACHED BY AGUILA AS WELL AS VARIOUS ENGINEERING FIRMS. KERR MCGEE EXPLAINED THAT IT IS NOT INTERESTED IN BOLIVIAN PROJECT AS LOCATION IS NOT ECONOMIC WITH RESPECT TO POTENTIAL

MARKETS AND IT WILL BE DIFFICULT TO ASSURE SUPPLY OF RAW MATERIALS. KERR MCGEE HAS HAD DIFFICULTY IN OBTAINING PHOSPHORUS TRICHLORIDE FROM TIME TO TIME FOR ITS OWN PARATHION PLANT AND WOULD NOT WANT TO BECOME INVOLVED IN SAME SITUATION ELSEWHERE.

3. ASIDE FROM EQUITY QUESTION, SEVERAL COMPANIES HAVE MENTIONED THAT BOLIVIA IS NOT AN ECONOMIC LOCATION FOR THIS PROJECT. COLOMBIA, WHICH IS REALLY THE PRIMARY ANDEAN MARKET FOR THIS TYPE PESTICIDES, HAS BEEN CONSIDERING A SIMILAR PROJECT FOR SEVERAL YEARS. DESPITE ANDEAN PACT AGREEMENT FOR BOLIVIAN SITE, THERE IS STILL SOME QUESTION AS TO WHETHER THE COLOMBIAN PROJECT WILL EVENTUALLY BE BUILT. ACCORDING TO SOME SOURCES, BAYER OF GERMANY HAS BEEN INVOLVED IN COLOMBIA AND IS THEREFORE NOT GOING TO SUPPORT BOLIVIAN ENDEAVOR.
KISSINGER

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